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Sent: Tuesday, October 25, 2005 2:07 PM
To: ATR-Real Estate Workshop
Cc: FTCDOJworkshop@realtors.org
Subject: The MLS is not a PUBLIC utility, it is a the tools of the trade
based on property owern approvals and participation
Importance: High

Dear DOJ and FTC,

The MLS is a cooperative, broker-to-broker offer of cooperation and compensation that help both brokers and customers buy and sell homes. It is not a public utility, nor should it be.

The beauty of the MLS is that it allows real estate brokerages of every size to compete on a level playing field. It gives all of us access to an inventory of property listings that we are able to show and sell to our clients.

The MLS doesn't discriminate. All MLS members are treated equally, regardless of their size or their business model, and yet the rights of property owners and their listing brokers are respected. The rules of the MLS achieve a delicate balance between respecting the rights of listing brokers so they will continue to be willing to contribute their inventory of listings and permitting cooperating brokers the ability to show those listings and be assured of receiving compensation if they bring about a successful sale.

Licensed Agents who join the MLS are not discriminated at all based on their backgrounds. As long as they are properly licensed, they are ALL allowed to join the MLS. This is the protection the public needs. Real Estate Professionals are like any professionals, they are monitored, licensed, disciplined against. There is no free lunch. The business is HIGHLY competitive, in fact, due to a relatively lower barrier of entry, hence creating an extremely competitive environment.

Thanks for your attention.

Florence.

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